

Direct Selling Association (DSA) Code of Ethics Quiz

How well do you know the DSA Code of Ethics?

As a DSA Member company, there are certain standards both the Company and our Shaklee Ambassadors must follow according to the DSA Code of Ethics. Test your knowledge with this quiz.

True or False?

1. As a Shaklee Ambassador, there are key things you can expect from Shaklee as a DSA member company, just a few of which are to: Provide you with accurate information about the company's compensation plan, products, and sales methods, be accurate in any comparisons about products, services or opportunities and base all actual and potential sales and earnings claims on documented facts.
2. Shaklee consumers should not expect Shaklee Ambassadors to explain how to return a product or cancel an order or offer a complete description of any warranty or guarantee.
3. Shaklee Ambassadors must not engage in any deceptive, false, unethical or unlawful consumer or recruiting practice. Shaklee Ambassadors shall not declare statements, promises or testimonials that are likely to mislead consumers or prospective consultants.
4. Shaklee as a DSA member company is required to adhere to DSA's Code of Ethics and commit to stringent consumer protections, including prohibition of inventory loading and the 90% buyback guarantee, as a condition of membership.
5. If an Ambassador believes Shaklee products can cure a disease or medical condition based on their own experience, it is acceptable to make those claims even if they are not authorized by the company.
6. Encouraging a new Shaklee Ambassador to place a large upfront product order even though they may not be able to afford it is one way of guaranteeing success in the business.
7. At the beginning of sales presentations, Shaklee Ambassadors must truthfully and clearly identify themselves, their company, the nature of their company's products or services, and the reason for the solicitation.
8. When describing potential earnings, a Shaklee Ambassador should talk about the top earners in Shaklee, rather than provide documentation of average incomes of Shaklee Ambassadors.
9. Shaklee Ambassadors are required to deliver a written order or receipt to the consumer at or prior to the time of the initial sale that includes the terms and conditions of sale, including the total amount the consumer will be required to pay, as required by federal and state law.

10. As a DSA Member company, Shaklee shall provide adequate training to enable Ambassadors to operate ethically. As such, Ambassadors are prohibited from marketing or requiring the purchase by others of any materials that are inconsistent with Shaklee policies and procedures.

Answers: 1.T, 2.F, 3.T, 4.T, 5.F, 6.F, 7.T, 8.F, 9.T, 10.T